

## Message Text

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ACTION AGRE-00

INFO OCT-01 EUR-12 ISO-00 EB-08 COME-00 L-03 TRSE-00

OMB-01 AID-05 STR-07 CIAE-00 INR-10 NSAE-00 /047 W

-----059301 280651Z /11

P R 241430Z FEB 78

FM AMEMBASSY SOFIA

TO SECSTATE WASHDC PRIORITY 4181

INFO AMEMBASSY ATHENS

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ATHENS FOR AGATT

E.O. 11652: NA

TAGS: EAGR, BU

SUBJECT: PROPOSED JOINT STATEMENT ON AGRICULTURE

REF: A) STATE 041442; B) SOFIA 0232

1. WE APPRECIATE POINTS MADE REF A, WHICH HAVE GENERATED ROUND OF DISCUSSIONS WITHIN EMBASSY AND WITH AGATT REGARDING BEST APPROACH TO NEGOTIATING JOINT STATEMENT SO THAT OUR OBJECTIVES CAN BE MET.

2. EMBASSY FULLY AGREES THAT PRINCIPAL OBJECTIVE OF JOINT STATEMENT IS TO IMPROVE ACCESS AND CONTACTS WITH MINAG, AND THAT THESE NEGOTIATIONS WILL PROVIDE US WITH A RARE OPPORTUNITY TO PRESS GOB FOR REGULARIZATION OF DATA EXCHANGES. EMBASSY BELIEVES IT HIGHLY IMPORTANT TO EXPLORE GOB ATTITUDES ON THIS ISSUE UNDER CONDITIONS WHEN INCENTIVES TO GOB TO BE FORTHCOMING ON DATA WILL BE HIGHEST. BASED ON EMBASSY'S EXPERIENCE IN NEGOTIATING SUCH MATTERS WITH BULGARIANS, WE EXPECT THAT MINAG WILL BE RELUCTANT TO AGREE TO EXCHANGE OF SPECIFIC DATA, EVEN WHEN IT AGREES TO GENERAL EXCHANGE IN PRINCIPLE. BEST TIME TO MAKE OUR  
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PROPOSAL WOULD THEREFORE BE DURING INITIAL NEGOTIATIONS ON JOINT STATEMENT, WHEN CHANCES FOR REASONABLE COMPROMISE ARE GREATEST.

3. WE FEEL THAT POSTPONING REQUESTS FOR SPECIFIC DATA EXCHANGES UNTIL FIRST WORKING GROUP MEETING WILL SIGNIFICANTLY REDUCE THE LIKELIHOOD THAT GOB WILL AGREE TO

PROVIDE DATA WE ARE SEEKING. ONCE JOINT STATEMENT IS SIGNED, OUR ONLY LEVERAGE ON THE ISSUE WILL BE THROUGH WITHOLDING SCIENTIFIC EXCHANGES. IT SEEMS UNWISE TO PUT USDA AND MINAG IN POSSIBLE POSITION AT LATER DATE OF CONFRONTATION OVER INFORMATION. WE BELIEVE IT IS A MUCH BETTER NEGOTIATING TACTIC TO SEEK COMMITMENT DURING EARLY ROUNDS OF TALKS SO THAT BOTH SIDES WILL HAVE CLEAR IDEA AS TO WHAT OTHER WILL OFFER.

4. CONSEQUENTLY, WE PROPOSE THAT DURING INITIAL NEGOTIATIONS, EMBASSY BE GIVEN FLEXIBILITY TO EXPLORE BULGARIAN POSITION ON DATA EXCHANGES. IF WE DETERMINE THAT THERE MAY BE CHANCE OF OBTAINING GOB AGREEMENT, WE COULD THEN PRESS FOR JOINT STATEMENT CONTAINING ANNEX INCLUDING DATA LISTED PARA 2 REF A.

5. IF GOB NOT WILLING AGREE TO THAT, WE WOULD THEN FALL BACK TO APPROACH OUTLINED REF A. WE WOULD THEN, AT THE LEAST, HAVE NOTIFIED THE BULGARIANS OF OUR INTENTION TO SEEK MEANINGFUL DATA EXCHANGES UNDER THE DOCUMENT, AND WOULD HAVE LEARNED THEIR REACTION.

6. IF MINAG WERE TO COUNTER WITH REQUEST THAT SPECIFIC SCIENTIFIC EXCHANGES BE INCLUDED IN ANNEX, WE COULD RESPOND BY AGREEING TO INCLUDE SPECIFIC AREAS FOR SCIENTIFIC COOPERATION (E.G., ANIMAL HUSBANDRY, PLANT LIMITED OFFICIAL USE

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PROTECTION) WITHOUT COMMITTING USDA TO ANY SPECIFIC PROGRAMS.

7. EMBASSY FINDS LIST OF DATA CONTAINED IFMPARA 2, REF A TO BE CONSIDERABLE IMPROVEMENT OVER THAT CONTAINED IN REF B. AGATT BELIEVES THAT FOR HIS PURPOSES WE COULD SEEK DATA ON ANNUAL RATHER THAN SEMI-ANNUAL BASIS, BUT AGREES TO DESIRABILITY OF SEEKING MORE RATHER THAN LESS FROM THE BULGARIANS -- PARTICULARLY DURING INITIAL DISCUSSIONS.

8. INITIAL NEGOTIATIONS WOULD THUS REQUIRE MINOR REWORDING OF ARTICLE V (PARA 3, REF A) AS FOLLOWS:

(A) ADD TO END OF FIRST SENTENCE "...AS INDICATED IN ANNEX TO JOINT STATEMENT."

ND (B) IN PENULTIMATE SENTENCE, INSERT WORD "ALSO" BETWEEN "MAY" AND "BE" SO AS TO FORECLOSE POSSIBILITY OF TEXT BEING CONSTRUED TO IMPLY THAT REQUESTS FOR SUCH INFORMATION CAN BE MADE ONLY DURING WORKING GROUP MEETINGS.

9. TEXT OF ANNEX WOULD BE CHANGED TO REFLECT USDA'S

PROPOSAL ON DATA (PARA 2, REF A).

10. WE BELIVE THAT THIS NEGOTIATING SCENARIO WOULD PROVIDE USG WITH GOOD OPPORTUNITY TO SEEK MEANINGFUL EXCHANGE OF DATA WITH A COUNTRY WHICH HAS PERHAPS THE WORST RECORD OF RELEASING ECONOMIC DATA IN ALL OF EAST-ERN EUROPE (EXCEPT ALBANIA). THERE IS LITTLE LIKELIHOOD THAT NEGOTIATIONS WILL BOG DOWN OVER THE ISSUE IF IT BECOMES TIED TO A COUNTER REQUEST FOR SPECIFICATION OF DETAILED SCIENTIFIC EXCHANGES, PARTICULARLY SINCE WE HAVE FALLBACK POSITION WHICH WOULD ALLOW US TO DEFER DATA ISSUE UNTIL LATER WORKING GROUP MEETING.

11. EMBASSY AGREES THAT SIGNING IN WASHINGTON WOULD BE LIMITED OFFICIAL USE

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APPROPRIATE, AND REITERATES PROPOSAL (SOFIA 0228) THAT BULGARIAN AGRICULTURE MINISTER KRUSTEV BE INVITED TO WASHINGTON FOR SIGNING CEREMONIES.

12. ACTION REQUESTED: STATE AND USDA CONCURRENCE FOR EMBASSY TO BEGIN NEGOTIATIONS WITH GOB ON JOINT STATEMENT, SEEKING TO HAVE SPECIFIC DATA EXCHANGES PROVIDED FOR IN ANNEX TO JOINT STATEMENT, WITH FALLBACK TO POSITION AS OUTLINED IN REF A.  
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## Message Attributes

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**Decaption Date:** 01 jan 1960  
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**Type:** TE  
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